

Indiana Commission for Higher Education
Indiana Board for Proprietary Education

Out-of-State Institutions and
In-State Proprietary Institutions Offering Instruction in Indiana
with a Physical Presence in the State

DEGREE APPLICATION
(New or Renewal program)

Use the <tab> key to advance to the next field, or select a field by clicking the cursor.

Name of Institution	<u>Salem International University</u>		
Name of Program	<u>Business Administration</u>		
Level of Degree (AAS, AS, AA, BAS, BA, BS, MBA, MAS, MA, MS, Ph.D.)	<u>MBA</u>		
Name of Person Preparing this Form	<u>Marty Mehringer</u>		
Telephone Number	<u>317-805-1791</u>	<u>Application Type</u>	
Date the Form was Prepared (Revise date after any revision)	<u>6/30/15</u>	X Initial	or Renewal

I. PROGRAM OBJECTIVES: Describe what the program is designed to achieve and explain how it is structured in order to accomplish the objectives.

Graduates of the MBA will demonstrate the following:

- 1) Ability to integrate skills, concepts, and strategies for effective business leadership and management.
- 2) Technical competencies for succeeding in a global business economy.
- 3) Mastery of business vocabulary for effective communication in a global economy.
- 4) Mastery of the components of the essential elements of change management.
- 5) Ability to apply knowledge, skills, and abilities in solving business problems.

The Master of Business Administration (MBA) degree program is offered in both on campus and via distance education. All students complete the major's core curriculum comprising seven courses (21 credit hours). To complete their degree program, students choose a five-course (15 credit hour) specialization (or minor) in International Business, Health Care Management, Accounting, Finance, Sales Management, Sports and Recreation Management, or Engineering Management. To graduate students must complete a minimum of 36 credit hours and comply with all degree requirements.

II. PROGRAM STRUCTURE: List all courses in the program. Indicate course name, course number, and number of credit hours or clock hours for each course.

Name of Program: _____	<u>Master of Business Administration</u>		
Total Course Hours: _____	<u>36</u>	Check one: Quarter Hours	_____
		Semester Hours	<u>X</u>

		Clock Hours
Tuition :	\$775/credit hour includes books	12 months (continuous enrollment)
	Length of Program:	

SPECIALTY COURSES:

<u>Course Number</u>	<u>Course Title</u>	<u>Course Hours</u>
International Business Specialization		
BUS 600	Organizational Behavior, Leadership, and Ethics	3
BUS 640	International Law and Public Policy	3
BUS 650	Global Business Operations	3
BUS660	Management Utilization of Technology	3
BUS 670	Global Challenges of Communication and Human Resource Management	3
Health Care Management Specialization		
HCM 605	Introduction to Health Care Management, and Operations	3
HCM 610	Health Care Law, Policy and Ethics	3
HCM 615	Health Care Finance	3
HCM 620	Organization Behavior and HR Management in Health Care	3
HCM 625	Health Care Planning, Promotion, and Evaluation	3
Accounting Specialization		
ACC 551	Advanced Accounting	3
ACC 552	Accounting Ethics	3
ACC 553	Advanced Auditing	3
ACC 554	Business Law	3
ACC 555	Forensic Accounting	3
Finance Specialization		
FIN 505	Financial Modeling	3
FIN 510	Advanced Corporate Finance	3
FIN 520	International Finance	3
FIN 525	Applied Portfolio Theory	3
FIN 540	Financial Analysis	3
FIN 545	Real Estate and Business Investing (elective substitution for FIN520)	3
Sales Management Specialization		
SAM 605	Negotiations	3
SAM 610	International Sales Management	3
SAM 620	Sales Leadership	3
SAM 625	Advanced Selling Techniques	3
SAM 640	Consumer Behavior	3

Sports and Recreation Management Specialization		
SMG 601	Economics of Sports and Recreation	3
SMG 602	Sports and Recreation Finance	3
SMG 603	Business Law and Governing Agencies in Sports and Recreation	3
SMG 604	Sports and Recreation Planning, Promotion, and Evaluation	3
BUS 600	Organizational Behavior, Leadership and Ethics	3
Engineering Management Specialization		
BUS 630	Foundations of Engineering Management	3
BUS 631	Logistics Research and Design	3
BUS 632	Supply Chain Management	3
BUS 633	Project Management and Budgeting	3
BUS 634	Quality and Risk Management	3
<u>GENERAL EDUCATION / LIBERAL ARTS COURSES:</u>		
<u>Course Number</u>	<u>Course Title</u>	<u>Course Hours</u>
ACC 515	Accounting for Managers	3
BUS 500	Applied Business Statistics	3
BUS 505	Business Communications	3
BUS 699	Enterprise Strategic Planning and Change Management	3
ECO 570	Managerial Economics	3
FIN 560	Financial Management	3
MKT 530	Marketing Management	3

Number of Credit/Clock Hrs. in Specialty Courses: 15 / 36 Percentage: 41.67%

Number of Credit/Clock Hrs. in General Courses: 21 / 36 Percentage: 58.33%

If applicable:

Number of Credit/Clock Hrs. in Liberal Arts: / Percentage:

III. LIBRARY: Please provide information pertaining to the library located in your institution.

- 1. Location of library; Hours of student access; Part-time, full-time librarian/staff:** N/A for Indiana location; however, students have access to electronic materials via these websites:

<http://salemu.edu/students/library/>

<http://salemu.edu/students/library/databases-online-resources/>

<http://salemu.edu/students/library/Library-Guides/>

- 2. Number of volumes of professional material:** N/A for Indiana location

- 3. Number of professional periodicals subscribed to:** N/A for Indiana location

- 4. Other library facilities in close geographical proximity for student access:** Carmel Clay Public Library

IV. FACULTY: Attach completed Instructor's Qualification Record for each instructor.

**** Include** all required documentation **pertaining to the qualifications of each instructor.**

Total # of Faculty in the Program:

18

Full-time:

3

Part-time:

15

Fill out form below: (PLEASE LIST NAMES IN **ALPHABETICAL** ORDER.)

List Faculty Names (Alphabetical Order)	Degree or Diploma Earned	# Years of Working Experience in Specialty	# Years Teaching at Your School	# Years Teaching at Other	Check one:	
					Full- time	Part- time
Robert Benson, CPA	M.B.A	23 years	3 years	13 years		X
Dr. Donald Brady	D. Mgmt	26 years	4 years	25 years		X
Michelle Cushnie	Ph.D. HRD	15 years	1 year	1 year		X
Dr. Jennifer Egrie	D.B.A.	22 years	4 years	None		X
Dr. Marc Getty	D.B.A	19 years	8 years	9 years	X	
Dr. Timothy Glaid	D. Mgmt	30 years	8 years	11 years	X	

Dr. Ahmed Kamel	Ph. D Engineering	28 years	5 years	11 years		X
Heather Lafollette	J.D.	19 years	6 months	None		X
Dr. Gerald McNamee	Ph.D Counselor Education	13 years	32 years	None	X	
Dr. Brett Miller	Ph.D. B.A.	22 years	1 year	7 years		X
Dr. Mitchell Miller	D.B.A., C.F.P.	22 years	1 year	14 years		X
Richard Morgan	M.B.A.	19 years	4 years	4 years		X
Dr. Theresa Pavone	Ph. D. Org. Psych.	19 years	1 year	13 years		X
Sandra Pettit	M.B.A.	31 years	6 years	16 years		X
Suzette Pounds, CPA	M.S. Accounting	30 years	3 years	10 years		X
Dr. Thomas Schaefer	D.B.A.	22 years	1 year	8 years		X
Dr. Edric Spruill	D. Mgmt	20 years	4 years	10 years		X
Dustin White	J.D.	20 years	3 years	10 years		X

**Supplementary Information on
Licensure, Certification, and Accreditation**

Institution: Salem International University
Degree Program: Masters of Business Administration
Locations: 615 West Carmel Drive, STE 140 Carmel IN 46032

State Licensure

Does a graduate of this program need to be licensed by the State to practice their profession in Indiana and if so, will this program prepare them for licensure? No

If so, please identify

The specific license(s) needed:

The State agency issuing the license(s):

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Professional Certification

What are the professional certifications that exist for graduates of similar program(s)? N/A

Will a graduate of this program be prepared to obtain national professional certification(s) in order to find employment, or to have substantially better prospects for employment, in a related job in Indiana?
No

If so, please identify

Each specific professional certification:

The national organization issuing each certification:

Please explain the rationale for choosing each professional certification:

Please identify the single course or a sequence of courses that lead to each professional certification?

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Professional Industry Standards/Best Practices

Does the program curriculum incorporate professional industry standard(s) and/or best practice(s)? No

If so, please identify

The specific professional industry standard(s) and/or best practice(s):

The organization or agency, from which the professional industry standard(s) and/or best practice(s) emanate:

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Program Accreditation

Does this program need specialized accreditation in order for a graduate to become licensed by the State or to earn a national professional certification, so graduates of this program can work in their profession or have substantially better prospects for employment? No (However, the institution is in candidacy status with ACBSP accreditation for all business programs.)

If so, please identify the specialized accrediting agency:

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Transferability of Associate of Science Degrees

Since CHE/BPE policy reserves the Associate of Science designation for associate degrees whose credits apply toward meeting the requirements of a related baccalaureate degree, please answer the following questions:

Does a graduate of this A.S. degree program have the option to apply all or almost all of the credits to a related baccalaureate degree at your institution? N/A since applying for graduate level program

If so, please list the baccalaureate degree(s):

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Job Titles

List specific job titles and broad job categories that would be appropriate for a graduate of this program:

Chief Executives
General and Operations Managers
Sales Managers
Administrative Services Managers
Industrial Production Managers
Transportation Managers
Storage and Distribution Managers
Construction Managers
Social and Community Service Managers
Regulatory Affairs Managers
Compliance Managers
Investment Fund Managers
Supply Chain Managers
Security Managers
Loss Prevention Managers
Wind Energy Operations Managers
Wind Energy Production Managers
Cost Estimators
Management Analysis
Business Teachers, Postsecondary